

## Message Text

UNCLASSIFIED

PAGE 01 GUAYAQ 00376 01 OF 02 042044Z

73

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 USIA-15 AGR-10 FEA-01 /044 W

----- 016080

R 041300Z MAR 75

FM AMCONSUL GUAYAQUIL

TO SECSTATE WASHDC 3759

INFO AMEMBASSY QUITO

AMEMBASSY BOGOTA

AMEMBASSY KINGSTON

AMEMBASSY SANTO DOMINGO

USDOC WASHDC

UNCLAS SECTION 1 OF 2 GUAYAQUIL 00376

COMMERCE FOR WANDA ALE

BOGOTA ALSO PLEASE PASS TO DICK MUENZER, DIRECTOR OF TRADE MISSION

E. O. 11652: N/A

TAGS: BEXP, EC

SUBJ: U.S. AGRICULTURAL EQUIPMENT AND FOOD PROCESSING/PACKAGING

TRADE MISSION - REPORT OF VISIT TO GUAYAQUIL FEBRUARY

25-27, 1975

1. SUMMARY. VISIT OF MISSION TO GUAYAQUIL APPEARS TO HAVE BEEN HIGHLY SUCCESSFUL. DIRECTOR MUENZER AND MEMBERS VERY COMPLEMENTARY RE POST SUPPORT AND ENTHUSIASTIC RE POTENTIAL OF ECUADOREAN MARKET AND SHORT-RUN SALES PROSPECTS. NO LICENSING AGREEMENTS MADE BUT PROGRESS RE AGENTS AND DIRECT SALES ACHIEVED. SOME DEALS VIRTUALLY CLOSED AND AGENTS SELECTED. SHORT-RUN SALES PROSPECTS FOR GROUP RATED AT \$300,000 WITH LONG RANGE POTENTIAL (ONE YEAR) OF \$4.5 MILLION. TOTAL OF 101 APPOINTMENTS MATERIALIZED, SOME OF LONG DURATION, INCLUDING MEETINGS WITH IMPORTANT PUBLIC SECTOR. SOME MEMBERS INDICATED DEFINITE INTENTIONS RETURN TO ECUADOR WITHIN 3-8 WEEKS. MANY SAID MISSION HAD ALREADY PAID FOR ITSELF WITH VISIT TO ECUADOR. ATTENDANCE AT RECEPTION ESTIMATED AT 120. POST FOUND MISSION MEMBERS DEDICATED AND HARD-WORKING. END SUMMARY.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 GUAYAQ 00376 01 OF 02 042044Z

2. MISSION LEFT GUAYAQUIL EARLY AFTERNOON FEBRUARY 27 AFTER

WHAT BY ALL ACCOUNTS HAD BEEN A SUSCESSFUL VISIT. GROUP WAS WELCOMED AT 1030 FEBRUARY 25 AT BIC HEADQUARTERS IN CHAMBER OF COMMERCE BY CHAMBER PRESIDENTE JOSE PLAZA LUQUE. APPOINTMENTS BEGAN AT 1100 AND CONTINUED ALMOST UNINTERRUPTED UNTIL JUST BEFORE DEPARTURE. IN ADDITION TO APPOINTMENTS AT BIC, SOME MEMBERS MADE PLANT AND FIELD VISITS AT LAST-MINUTE INVITATION OF ECUADOREAN CONTACTS. THESE PROVED TO BE HIGHLY PROFITABLE. GOOD CONTACTS WITH GOE AGENCIES WERE MADE, INCLUDING THREE APPOINTMENTS WITH CEDEGE AND TWO WITH THE BANCO DE FOMENTO. ONE OF TWO MEETINGS WITH BANCO WAS SEMINAR-LIKE MEETING HELD NIGHT OF FEBRUARY 26 IN CONSULATE UNTIL 1030 PM. MEETING WAS ATTENDED BY ENTIRE MISSION AND MANAGER OF BANK AND ESTIMATED 14 TOP ENGINEERS FROM HIS STAFF. (FYI: THIS MEETING NOT INCLUDED IN 101 PAPPPOINTMENTS MENTIONED ABOVE). AT THIS MEETING, EACH MEMBER HAD CHANCE TO PRESENT HIS PRODUCTS AND TECHNICAL VIEWPOINTS WERE EXCHANGED. BELIEVE MESSRS. BOWN, CONRAD, MOCHO AND STAPLETON GENERATED CONSIDERABLE INTEREST IN THEIR PRODUCTS. MISSION MEMBERS UNDERSTOOD IMPORTANT PROCUREMENT ROLE OF BANK FOR ITS OWN WAREHOUSES AND INFLUENCE OVER PROCUREMENT FOR COOPERATIVES VIA ITS LENDING FACILITIES.

3. TYPICALLY, SEVERAL APPOINTMENTS WERE MADE AFTER MISSION ARRIVED, ESPECIALLY WITH GOE AGENCIES. THERE WERE 80 CONFIRMED APPOINTMENTS UPON ARRIVAL, BUT MISSION FINISHED WITH 101. EXPERIENCE OF LAST TWO MISSIONS HAS SHOWN THAT PUBLIC AGENCIES DON'T FOCUS ON MISSION UNTIL IT IS HERE AND THEN MAKE APPOINTMENTS AT LAST MINUTE. MISSION MEMBERS AND ECUADOREANS GOOD AT KEEPING APPOINTMENTS.

4. SUPPORT FROM CHAMBER OF COMMERCE WAS EXCELLENT AND FACILITIES PROVED MORE THAN ADEQUATE, INCLUDING FILM SHOWING BY HAMILTON OF HYDROTILE. CHAMBER FACILITIES AND REFRESMENTS PROVIDED FREE OF CHARGE DURING ENTIRE STAY. MISSION ALSO SATISFIED WITH (NEW) HOTEL CONTINENTAL. TEN PERCENT DISCOUNT RECEIVED AS PROMISED. CONSULATE WILL WRITE LETTERS OF APPRECIATION TO CHAMBER AND HOTEL ON BEHALF OF MISSION.

5. SUPPORT FROM USIS BRANCH EXCELLENT AS USUAL. USIS DID OUTSTANDING JOB OF ADVANCE PUBLICITY AND PROVIDED ADDED COVERAGE, INCLUDING ARRANGING TV, DURING VISIT. HYDROTILE FILM SHOWING UNCLASSIFIED

UNCLASSIFIED

PAGE 03 GUAYAQ 00376 01 OF 02 042044Z

ALSO HANDLED BY USIS, INCLUDING NIGHT SESSION WITH BANCO DE FOMENTO. BELIEVE FILM SHOWN FIVE DIFFERENT TIMES.

6. FEBRUARY 25 EVENING RECEPTION AT HOME OF CG WAS WELL ATTENDED BY ESTIMATED 120 PERSONS. INCLUDED WERE APPROXIMATELY 90 ECUADOREANS FROM PUBLIC AND PRIVATE SECTOR. AMONG FORMER WERE GOVERNOR'S REPRESENTATIVE, MGR. OF LOCAL OFFICE OF THE BANCO DE FOMENTO, AND LOCAL DELEGATE OF THE MINISTER OF INDUSTRY AND

COMMERCE. AS EXPECTED, RECEPTION PROVED PROFITABLE FOR SEVERAL MISSION MEMBERS TO DISCUSS BUSINESS AND MAKE APPOINTMENTS FOR THE NEXT DAY.

7. DE-BRIEFING CONDUCTED IN HOTEL LATE MORNING FEBRUARY 27 WAS USEFUL AND CONSTRUCTIVE, BUT, AS EXPECTED, SOMEWHAT PRESSED BY TIME. HOWEVER, EACH MEMBER HAD TIME TO GIVE GENERAL IMPRESSIONS OF VISIT TO GUAYAQUIL AND ECUADOR AND TO GIVE ROUGH ESTIMATE OF POTENTIAL SALES REALIZED. THE FOLLOWING IS OUR REPORT OF THIS SESS:

A. RICHARD MUENZER, MISSION DIRECTOR - MUENZER EXPRESSED CONSENSUS OF MEMBERS THAT VISIT HAD BEEN SUCCESSFUL AND HAD HIGH PRAISE FOR CONSULATE'S AND EMBASSY QUITO'S SUPPORT. MEMBERS PRESENT VERBALLY ECHOED THIS SENTIMENT. MUENZER HAD 4 APPOINTMENTS DURING VISIT.

B. AL BOWN, SHIVVERS ENTERPRISES, INC. - ONE OF MOST ENTHUSIASTIC RE VISIT TO ECUADOR. REMARKED UPON DEPARTURE, "I SHOULDN'T BE LEAVING NOW". WAS ALREADY FAMILIAR WITH REGION BUT AMAZED BY SALES POTENTIAL FOR HIS PRODUCTS. VIRTUALLY CONCLUDED DEAL WITH FENACOPAR FOR \$181,000 FOR RICE-DRYING EQUIPMENT. HAS ANOTHER DEAL FOR POTENTIAL \$26,000 IN SAME LINE WITH WILLIAM HASEWINKLE. IN VIEW OF PLANT VISIT TO S.I. CAFE AND JORGE SALCEDO CIA. LTDA. HAS GOOD PROSPECTS FOR \$200,000 AND \$50-75,000 IN SALES, RESPECTIVELY. FORMER WOULD INCLUDE CLEANING AND DRYING EQUIPMENT AND SILOS AND LATTER DRYING AND ELEVATING EQUIPMENT FOR CACAO. ALSO REPORTED 60/40 POSSIBILITY OF \$225,000 SALE FOR SEED RICE OPERATION IN QUITO TO PROGRAMA DE SEMILLAS CERTIFICADAS (CONTACT WITH ING. ARROYO AND FLORES). DID NOT APPOINT AN AGENT, BUT INTERVIEWED SEVERAL INTERESTED PARTIES. INDICATED THAT HE WILL RETURN AND MAY WORK TOGETHER WITH CONRAD ON FUTURE PROJECTS WHERE PRODUCTS AND EFFORTS CAN BE

UNCLASSIFIED

PAGE 04 GUAYAQ 00376 01 OF 02 042044Z

COMPLEMENTARY. BOWN HAD 18 APPOINTMENTS DURING VISIT.

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 GUAYAQ 00376 02 OF 02 042115Z

73

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 USIA-15 AGR-10 FEA-01 /044 W

----- 016527

R 041300Z MAR 75

FM AMCONSUL GUAYAQUIL

TO SECSTATE WASHDC 3760

INFO AMEMBASSY QUITO

AMEMBASSY BOGOTA

AMEMBASSY KINGSTON

AMEMBASSY SANTO DOMINGO

USDOC WASHDC

UNCLAS SECTION 2 OF 2 GUAYAQUIL 376

COMMERCE FOR WANDA ALE

BOGOTA ALSO PLEASE PASS TO DICK MUENZER, DIRECTOR OF TRADE MISSION

E. O. 11652: N/A

TAGS: BEXP, EC

SUBJ: U.S. AGRICULTURAL EQUIPMENT AND FOOD PROCESSING/PACKAGING

TRADE MISSION - REPORT OF VISIT TO GUAYAQUIL FEBRUARY

25-27, 1975

C. LEONARD F. CONRAD, INC. - ONE OF BUSIEST MEMBERS OF MISSION HERE. THINKS THERE IS TREMENDOUS POTENTIAL FOR HIS COMPANY HERE. MET WITH WIDE VARIETY OF PEOPLE IN AGRICULTURAL PURSUITS. PROVIDED A LOT OF TECHNICAL ADVICE DURING CONVERSATIONS IN ADDITION TO PROMOTING HIS PRODUCTS. ALTHOUGH REPRESENTING ONLY HIS COMPANY IN THIS MISSION, HE DISCOVERED ADDITIONAL POTENTIAL SALES OF BENEFIT TO IOWA COLLEAGUES BACK HOME WHICH HE WILL PASS ON FOR FOLLOW-UP ON THEIR PART. HE REPORTED, FOR EXAMPLE, POSSIBLE SHORT-TERM SALE OF \$10,000 IN BUILDINGS FOR HOGS AND CATTLE, AND HE DEVELOPED CONTACTS IN HOG-BREEDING INDUSTRY. TALKS WITH CENDES COVERED WIDE RANGE OF CATTLE TOPICS. HE REPORTED HIS BELIEF THAT THERE IS VERY LITTLE ADVANCED KNOWLEDGE IN ECUADOR ABOUT BREEDING DAIRY CATTLE AND THAT HE WILL CONTACT THE HOLSTEIN AND ARTIFICIAL BREEDING ASSOCIATIONS IN IOWA AND THE SERGE DAIRY PEOPLE ABOUT POTENTIAL SALES

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 GUAYAQUIL 00376 02 OF 02 042115Z

OF \$250,000 IN THIS FIELD. (HE SAID THE SERGE REPRESENTATIVE IN QUITO, DAMIAN MIRANDA, IS AWARE OF THIS NOW). CONRAD ALSO REPORTED HIS FIRM WILL ENGINEER A COMPLETE CORN SEED PLANT OPERATION HERE AND LOOK INTO OTHER SEED DEVELOPMENT OPERATIONS IN BEANS AND WHEAT WITH LONG-RUN SALES POTENTIAL FROM \$150-\$300,000. HE SAID HE WILL BID ON THE CORN PLANT IN 6-8 WEEKS. OF POSSIBLE GREATEST POTENTIAL FROM STANDPOINT OF ENTIRE MISSION, WERE CONRAD'S CONTACTS WITH CEDEGE. THERE WERE THREE SEPARATE

APPOINTMENTS, INCLUDING ONE AT CEDEGE'S INITIATIVE (THIS IS UNUSUAL) WITH CONSIDERABLE INTEREST SHOWN BY EACH SIDE. CONRAD INTERESTED IN BIDDING ON POTENTIAL \$3.5 MILLION PACKAGE INVOLVING RICE HARVESTING, DRYING, HULLING, PAR-BOILING, AND STORAGE PROJECTS WHICH CEDEGE HAS NOT YET PUBLISHED IN CALL FOR BIDS. WHILE CALL FOR BIDS WILL BE NECESSARY ACCORDING TO CEDEGE RULES, CONRAD SHOULD HAVE FOOT IN DOOR WITH VIGOROUS AND PROFESSIONAL APPROACH SHOWN SO FAR AND OBVIOUS CEDEGE INTEREST IN WHAT HE HAS TO OFFER. CEDEGE ALSO INTERESTED IN OIL EXTRACTION PROCESS USING RICE WHICH CONRAD WILL LOOK INTO. CONRAD INDICATED INTENTION OF RETURNING IN SHORT TIME. HE REPORTED IN DEALING WITH CEDEGE, AS WITH OTHER GOE CONTACTS, THAT GOVERNMENT NOT INTERESTED IN DEALING WITH AGENTS BUT DIRECTLY WITH HOME OFFICE. DURING VISIT CONRAD APPOINTED TWO AGENTS - ONE FOR DIRECT SALES TO FARMERS TO INCLUDE FERTILIZERS AND CHEMICALS (LOCAL JOHN DEERE AGENT) AND ANOTHER TO SPECIALIZE IN SILOS. BOTH WILL RECEIVE ORIENTATION IN IOWA. LATTER, EDMUNDO ARAQUE, WELL-KNOWN TO CONSULATE AS ABLE AND SERIOUS PERSON. CONRAD HAD 13 VERY PRODUCTIVE APPOINTMENTS.

D. JOHN W. HAMILTON, HYDROTILE MACHINERY CO. - ALTHOUGH HE MADE SEVERAL GOOD CONTACTS, NOTHING CONCLUSIVE RE SALES OR AGENTS WAS ACCOMPLISHED. SEES GOOD POTENTIAL FOR MARKET OVER NEXT 10 YEARS FOR HIS PRODUCTS IN DRAINAGE, IRRIGATION, SEWAGE, AND ROAD CONSTRUCTION. PRESENT SHORTAGE OF CEMENT AND QUESTION OF AVAILABILITY OF STEEL-REINFORCING RODS FOR PIPES IN SUFFICIENT QUANTITY NEEDS TO BE RESOLVED. SOME APPOINTEES INTERESTED IN BUYING PIPE BUT NOT PIPE-MAKING MACHINERY YET. HYDROTILE WILL PROBABLY APPOINT AN AGENT WITHIN 30-60 DAYS AS RESULT OF INTERVIEWS WITH PROSPECTIVE CANDIDATES HERE. US HYDROTILE REP WILL RETURN FOR THIS PURPOSE. HAD CONTACTS WITH CEDEGE AND MUNICIPAL WATER SUPPLY, AMONG OTHERS. HAMILTON HAD TOTAL OF 13 APPOINTMENTS, SOME OF WHICH MATERIALIZED AFTER HE ARRIVED. HIS USE OF UNCLASSIFIED

UNCLASSIFIED

PAGE 03 GUAYAQ 00376 02 OF 02 042115Z

16 MM SOUND FILM WELL-RECEIVED.

E. HON E. MOCHO, FERRELL-ROSS - ALTHOUGH HIS FIRM NOT NEW TO ECUADOREAN MARKET, HE WAS VERY SURPRISED AT THE ACTIVITY HERE AND SALES POTENTIAL. IT WAS HIS FIRST TRIP TO ECUADOR. HE MET WITH 10-12 PEOPLE WHO WANTED TO REPRESENT HIS FIRM AND THINKS AN AGENT WILL EVENTUALLY BE NAMED FROM THE 2 OR 3 BEST PROSPECTS HE SAW. ESTIMATED DIRECT SALES IN THE SHORT-RUN WILL BE \$50,000 WITH POSSIBILITY OF \$150,000 IN ONE YEAR IN GRAIN CLEANERS AND DRYERS. IN ADDITION TO CONTACTS ON BEHALF OF HIS COMPANY, MR. MOCHO SERVED AS MISSION TREASURER AND PROVIDED GREAT ASSISTANCE N TRANSLATIONS AT TIMES. HE HAD A TOTAL OF 10 APPOINTMENTS.

F. MERLE S. ROWLES, HONEYBEE COMPANY, INC. -SAID IT WAS HIS FIRST OVERSEAS SALES TRIP AND TERMED IT "A DELIGHTFUL EXPERI-

ENCE" EXCEEDING HIS EXPECTATIONS. THOUGHT THE ECUADOREAN MARKET IS NOT YET READY FOR HIS MACHINERY, BUT THAT AN INITIAL SALE WOULD BE MADE TO INIAP WITHIN 60-90 DAYS FOR \$20,000. THIS WOULD BE A PILOT PLANT OPERATION. CONTACTS WITH TWO LARGE SUGAR MILLS MAY EVENTUALLY RESULT IN ADDITIONAL TOTAL OF \$40,000 SALES. FOUND VISIT TO BE VERY EDUCATIONAL. SPENT TIME DISCUSSING "POOR" STATE OF NUTRITIONAL FEEDING HERE. HOWEVER, PRESENT PRICE CEILING ON MILK APPEARS TO DAMPEN INTEREST BY DAIRY FARMERS FOR SPENDING ADDITIONAL MONEY ON MORE NUTRITIONAL FEEDS, WHICH IN TURN HIS MACHINERY COULD PROVIDE USING CHEAP MOLASSES SUPPLEMENT PRODUCED HERE. BELIEVES, HOWEVER, HE IMPRESSED PEOPLE WITH POTENTIAL OF HIS MACHINERY AND BENEFIT TO DAIRY AND MEAT INDUSTRY OF LIQUID NUTRITIONAL FEEDS. FELT BEST POTENTIAL FOR HIS PRODUCTS WERE IN LIQUID FEED MIXERS AND STORAGE UNITS. ROWLES HAD 12 APPOINTMENTS.

G. W. T. STAPLETON, JR., DIXIE CANNER EQUIPMENT CO. - ACHIEVED MORE IN GUAYAQUIL THAN IN QUITO BECAUSE PEOPLE HERE MORE INTERESTED IN PURCHASING THAN REPRESENTING HIS FIRM. (DIXIE ALREADY HAS AN AGENT IN QUITO). SAID PROSPECTS ALMOST "UNBELIEVABLE". BELIEVES THAT IN 30-60 DAYS MAY REALIZE DIRECT SALES OF \$20-\$30,000. ALSO DISCOVERED INTEREST IN PRODUCTS OF OTHER FIRMS DIXIE REPRESENTS WHICH LOCAL BUYERS DID NOT KNOW EXISTED. ONE YEAR SALES POTENTIAL IN ALL WORTH \$150,000. DISCUSSED PILOT PLANT PROJECT AT UNIVERSITY OF GUAYAQUIL. STAPLETON HAD 20 APPOINTMENTS.

UNCLASSIFIED

UNCLASSIFIED

PAGE 04 GUAYAQ 00376 02 OF 02 042115Z

H. LEONARADO SALVADOR, FRICK COMPANY - SALVADOR IS LOCAL RESIDENT/AGENT FOR FRICK WHO SUBSTITUTED BOTH HERE AND IN QUITO FOR ALFREDO LLOP WHO COULD NOT MAKE VISIT AT LAST MINUTE. ALTHOUGH SALVADOR PARTICIPATED FAITHFULLY IN MISSION, POTENTIAL BUYERS WERE NEVERTHELESS DISAPPOINTED THAT STATESIDE REP DID NOT COME. THIS NO FAULT OF SALVADOR, BUT PROBLEM WAS THAT HE HAD NOTHING NEW TO OFFER, ALREADY KNOWING ALL HIS CLIENTS, AND BUYERS CAME TO SEE SOMETHING ELSE. SALVADOR THOUGHT \$30,000 IN ADDITIONAL SALES COULD BE REALIZED IN THE NEXT YEAR. HE HAD 11 APPOINTMENTS.

8. RE PARA 5 OF QUITO 1412, MISSION COULD HAVE USED MORE PRODUCT LITERATURE HERE, BUT WE NOT AWARE THAT SHORTAGE DUE TO POSSIBLE BOTTLENECK IN MAILING. ALSO, ABOUT 50 MORE MISSION BROCHURES COULD HAVE BEEN USED. NEVERTHELESS, WE FOUND BROCHURES TO BE ADEQUATE IN DESCRIPTIVE CONTENT. WE WISH TO POINT OUT IMPORTANCE OF MEMBERS BRINGING SUFFICIENT CALLING CARDS. ONE MEMBER USED ALMOST ENTIRE TRIP SUPPLY IN ECUADOR. VISUAL AIDS ALSO IMPORTANT AND USEFUL, E.G. FILMS AND SLIDES. FINALLY, USDOC SHOULD MAKE MAXIMUM EFFORT TO KEEP ORIGINAL PARTICIPANTS ON BOARD. WHILE CAUSE FOR EARLY CANCELLATION OF MOLITOR OF SORENSSEN

SPRAYERS, INC. CLEARLY UNDERSTOOD, LATE CANCELLATION OF LLOP AND SUBSTITUTION OF LOCAL REP WAS DEFINITE DISADVANTAGE FOR FRICK AND SOMEWHAT EMBARRASSING FOR POST. IN SUCH CASES, FIRM SHOULD SUBSTITUTE STATESIDE REP IF AT ALL POSSIBLE. ONE OF MOST USEFUL FACTORS IN SUCCESSFUL TRADE MISSION, AND REASON THEY CREATE SO MUCH LOCAL INTEREST, IS PROVIDING BUYERS WITH CHANCE TO MEET US REPS WITH LATEST AND MOST RELIABLE PRODUCT INFORMATION AND WHO OFTEN HAVE ABILITY TO MAKE DEALS ON THE SPOT.

DEWITT

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975GUAYAQ00376  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750076-0021  
**From:** GUAYAQUIL  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750385/aaaacywc.tel  
**Line Count:** 341  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 7  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06 JUN 2003 by SilvaL0>; APPROVED <23 FEB 2004 by CollinP0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** U.S. AGRICULTURAL EQUIPMENT AND FOOD PROCESSING/PACKAGING TRADE MISSION - REPORT OF VISIT TO GUAYAQUIL  
FEBRUARY  
**TAGS:** BEXP, EC  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006